

PART VII

FARM MARKETING AND EXPENDITURES

Location and Transportation For Marketing

Walla Walla County is well-provided with transportation facilities between points within the county and with those outside its borders. Although relatively remote from any large metropolitan area, farmers are able to market agricultural products successfully since the major crop is grain. Processed foods also can be transported long distances. The area's fresh vegetables also are marketed as distant as Seattle and Portland as well as in Spokane. A substantial amount of Walla Walla County's farm produce is consumed locally in the city of Walla Walla and in cities of neighboring counties such as Richland, Pasco and Kennewick.

Transportation facilities which serve Walla Walla County agriculture include highways, railroads and navigable waterways. U. S. Highway 410 forms the major route in the area connecting points in the southern part of the county. State roads 124 and 125 unite the agricultural areas of central Walla Walla County. Other areas in the county are served by a network of county and other roads.

Branch lines of Northern Pacific and Union Pacific Railway companies serve the Walla Walla Valley, Touchet Valley and Eureka Flats. Wallula and Pasco are important railroad junction and switching points in the area. There are numerous warehouse sidings and rail spurs in the Walla Walla River, Waitsburg and Eureka Flats areas for loading commercial crops and livestock.

Wheat and other grains of Walla Walla County can be shipped via barge on the Columbia River. Navigation locks at Columbia River dams make Walla Walla County accessible to sea going vessels. Numerous river port facilities are available in Walla Walla and Franklin Counties.

Income: Value of Products Sold

Census of Agriculture data on the value of farm products sold show that the trend of gross farm income in Walla Walla County has been upward in recent years. Walla Walla County farms marketed agricultural products worth \$24,186,300 in 1959 compared with \$23,547,800 in 1954 and \$17,743,732 in 1949. Walla Walla ranked sixth among Washington counties in value of all farm products sold in 1959.

Table 34. Crops Marketed From Walla Walla County Farms, 1959

Crops Marketed	Amount Received By Farmers (Dollars)	Percent All Crops Sold
Fruits and Nuts	\$ 154,949	0.8
Field Crops	16,728,450	83.8
Vegetables	2,642,665	13.2
Forest Products and Horticultural Specialties	<u>431,435</u>	<u>2.2</u>
Total amount received by farmers for cash crops	\$19,957,499	100.0

Source: U. S. Census of Agriculture, 1959.

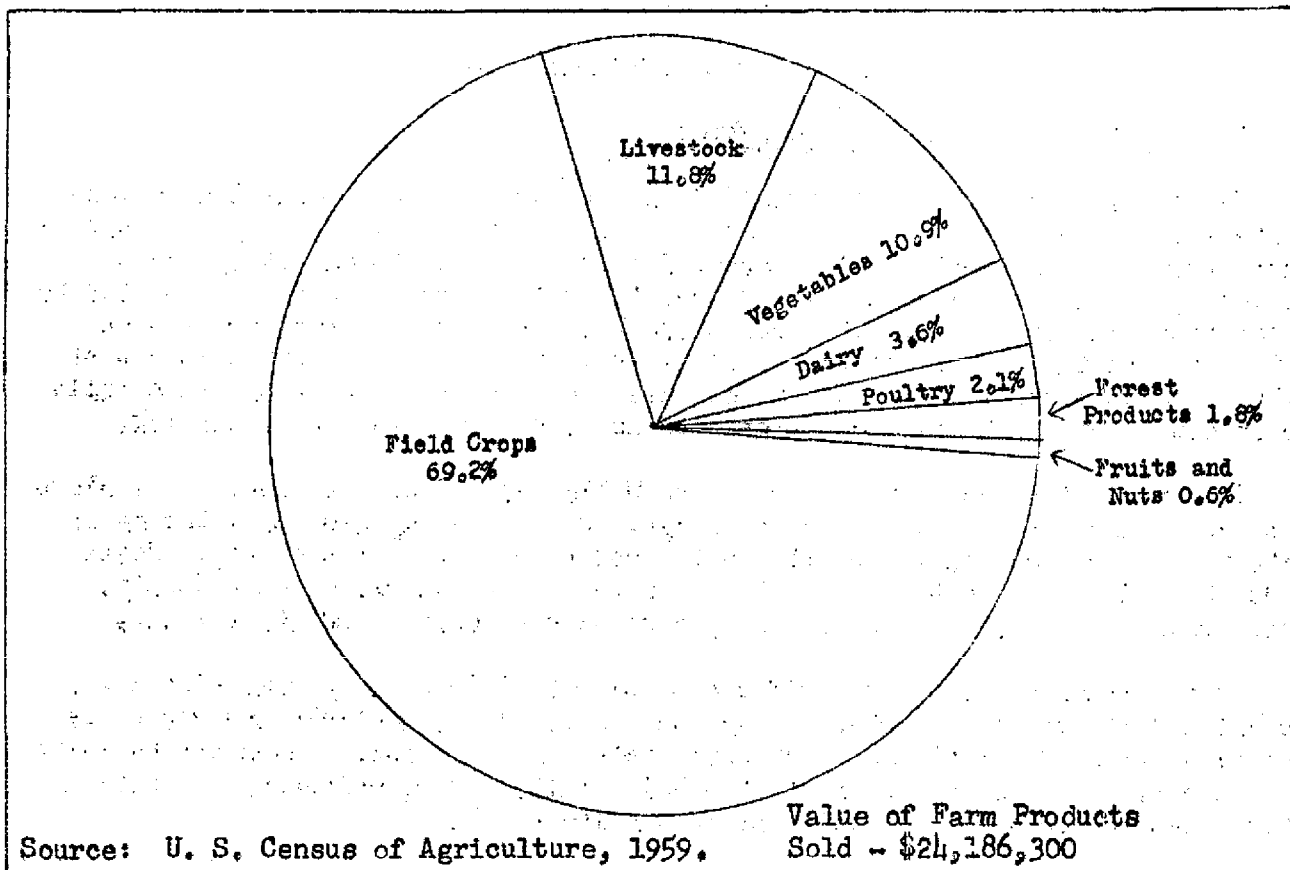


Figure 14. Sources of Cash Farm Income, Walla Walla County, 1959.

All crops (i.e., field crops, seeds, vegetables, farm forest products, horticultural specialties, fruits and nuts) sold off Walla Walla County farms in 1959 were valued at \$19,957,499. This represented 82.5 percent of the total value of all agricultural products sold in 1959. It was, however, 5.5 percent below the corresponding figure for 1954.

Table 35. Livestock and Livestock Products Marketed
Walla Walla County, 1959

Class of Livestock and Products Sold	Amount Received By Farmers (dollars)	Percent of the Total Value
Livestock Sold Alive (cattle and calves, horses and mules, hogs, sheep)	\$2,839,247	67.1
Dairy Products (whole milk, butterfat)	877,832	20.8
Poultry and Poultry Products (chickens, eggs, turkeys, ducks, etc.)	511,722	12.1
Total amount received for Livestock and Livestock Products	\$4,228,801	100.0

Source: U. S. Census of Agriculture, 1959.

Total farm sales of livestock and livestock products for 1959 in Walla Walla County amounted to \$4,228,801 or 74.7 percent greater than the \$2,420,520 reported in the 1954 Census. The 1959 total represents 17.5 percent of the value of all farm products sold in the county during that year.

Table 36. Farms By Economic Class
Walla Walla County, 1959

Economic Class	Value of Farm Products Sold	Number of Farms ^{1/}	Percent of Total Estimated Farms in the County
Class I	\$40,000 and over	249	25.4
Class II	\$20,000 to \$39,999	106	10.8
Class III	\$10,000 to \$19,999	80	8.1
Class IV	\$ 5,000 to \$ 9,999	103	10.5
Class V	\$ 2,500 to \$ 4,999	107	10.9
Class VI ^{2/}	\$ 50 to \$ 2,499	<u>35</u>	<u>3.6</u>
Total Commercial Farms		680	69.3
Class VII (Part-time)	\$ 50 to \$ 2,499	226	23.0
Class VIII (Part-Retirement)	\$ 50 to \$ 2,499	76	7.7
Class IX (Abnormal) ^{3/}	any amount	<u>---</u>	<u>---</u>
Total non-commercial Farms		302	30.7

^{1/} The totals for farms by economic class are estimates for all farms made on the basis of data reported only for the sample farms.

^{2/} Farms with a value of sales of \$50 to \$2,499 were classified as commercial if the farm operator was under 65 years of age and (1) he did not work off the farm 100 or more days during the year and (2) the income received by the operator and members of his family from nonfarm sources was less than the value of all farm products sold.

^{3/} Includes all institutional farms and Indian reservations.

Source: U. S. Census of Agriculture, 1959.

Farm income varies considerably by type and size of farm. In 1959, about 69.3 percent of the farms in Walla Walla County were considered commercial operations by the Census of Agriculture. In 1959, the largest percentage (25.4 percent) of Walla Walla County farms were Class I, defined as commercial operations with annual agricultural sales per unit of \$40,000 or more. The noncommercial Class VII category, consisting of part-time units, ranked second in percentage (23.0 percent) of total county farms for the same year.

Marketing Field Crops

The sale of field crops is the major farm marketing activity in Walla Walla County. Sales of field crops off Walla Walla County farms amounted to \$16,728,450 in 1959—11.6 percent below the 1954 figure of \$18,917,945. The 1959 figure represented 69.2 percent of the total value of all farm products sold in the county

during the year.

Wheat is the most important commercial crop in the county in terms of farm sales. In 1959, 6,728,863 bushels of wheat were sold off Walla Walla County farms. This represented about 88 percent of the wheat harvested during the year. The remainder was used for feed or seed or was still stored on farms at the end of the year. Barley is a valuable crop in the county in terms of farm sales. About 92 percent of the 2,771,360 bushels of barley harvested in 1959 was sold off Walla Walla farms. Also during that year, farm sales of grain in the county included 147,913 bushels of rye and 87,665 bushels of oats.

Facilities for marketing grains are well established in Walla Walla County. Warehouses and granaries are scattered throughout the grain growing areas of the county. Hauling, storing and trading wheat, barley, rye and oats constitute one of the major agricultural marketing activities in the region.

Among the field crops, hay ranks second in the county in terms of acreage after grains. Alfalfa, by far, is the most important hay sold off the farms in Walla Walla County. In 1959, 145 farms reported having sold 18,069 tons of alfalfa and alfalfa mixture cut for hay and for dehydrating. Alfalfa hay is marketed both for local use and for sale in other parts of the state. Other crops cut for hay in the county are mostly consumed on farms where grown. These included clover-timothy, small grains and wild hay in 1959.

Walla Walla County is important in the production of alfalfa seed in the state. In 1959, 62 farms harvested over 2,500,000 pounds of alfalfa seed. Also important in the county's seed production in 1959 was wheatgrass which amounted to 86,000 pounds. Field crop seeds are sold to and/or through seed dealers most of which do the cleaning.

Other field crops grown for market on Walla Walla County farms include sugar beets, peas, potatoes and corn. Walla Walla is among the leading counties of Washington in sugar beets. In 1959, 99 county farms harvested nearly 76,000 tons of sugar beets from 4,214 acres. The area's sugar beets are hauled to the sugar refinery located at Toppenish in Yakima County.

Dry field and seed peas harvested for peas totaled 7,658,043 pounds in the county from 4,234 acres in 1959. Dealers buy peas from farmers either under contract or on an open market basis. Potatoes are grown for both home use and for sale in Walla Walla County. About 380 acres on 65 farms produced 3,419 tons of potatoes in 1959. In 1959, corn harvested for grain amounted to 3,971 bushels of which none were reported sold off the farms. About 2,330 tons of corn were also cut for silage during the year.

Marketing Livestock

Walla Walla County's second major agricultural marketing item after field crops has been the sale of livestock and their products involving auction yards, meat packers, feed yards, breeders and shippers. In 1959, the value of livestock and livestock products sold off the farms amounted to \$2,839,247 which represented 11.8 percent of the total value of all farm products sold during the year. Livestock sold alive alone amounted to \$2,749,660 during the year.

Cattle and calves are the major animals sold within the livestock marketing activities of Walla Walla County. In 1959, a total of 464 farms reported selling 13,682 head of cattle and calves worth \$2,199,604 or about 80 percent of the county's total livestock sales during the year. Calves made up around 31 percent of the number sold.

Hogs and pigs sold alive which numbered 8,700 returned \$287,100 to 90 farms in 1959. Also during the same year, 82 farms sold alive 19,307 sheep and lambs, receiving a total of \$250,991. In addition, about 218,506 pounds of wool were shorn from 23,721 sheep on 112 farms. Farm sales of horses and/or mules have been minor in recent years. In 1959, 29 farms reported the sale of 43 horses and mules for \$11,965.

Major markets for Walla Walla County livestock are in the southeastern portion of Washington and in the neighboring areas of Idaho and Oregon. Livestock are hauled to auction yards and meat packing plants located in this region. An important livestock market outlet is the city of Walla Walla where there are two auction stockyards and one meat packing plant. Other marketing outlets are located in Pasco, Othello and Moses Lake.

Marketing of Vegetables

Many Walla Walla County farmers derive all or part of their income from sales of vegetables. Vegetable growers in general receive relatively high returns per acre for their crops. The county's annual production of vegetables is primarily for processing with only small quantities for fresh market. Most vegetables grown are contracted by processors for freezing or canning either on an acreage or tonnage basis. In 1959, the value of vegetables sold off Walla Walla County farms amounted to \$2,642,665, making up 10.9 percent of the value of all farm products sold and accounted for 13.2 percent of all crops marketed. The 1959 figure was about 46 percent above the value of vegetables sold from farms in 1954.

The principal vegetable grown in the county for processing is green peas. Other important vegetables which go to processors include asparagus, sweet corn, spinach and carrots. Processors--canneries and freezers--are located in the city of Walla Walla and in Waitsburg. Vegetables also are sold on the fresh market. Onions grown in the county are important as an early-market vegetable. Fresh vegetables are sold to produce shippers and buyers for local and cross-state markets.

Marketing Dairy Products

In 1959, the sale of dairy products was the major marketing activity for 42 Walla Walla County farms. Sales of dairy products off Walla Walla County farms amounted to \$877,832 in 1959--45.5 percent above the 1954 figure of \$603,417. The 1959 figure represented 3.6 percent of the total value of all farm products sold in the county during the year. In 1959, Walla Walla ranked eighteenth among the 39 Washington counties in value of dairy products sold.

Dairy products sold in 1959 included 17,275,705 pounds of whole milk from 58 farms and 47,548 pounds of butterfat off 99 farms. Whole milk is hauled by tank trucks to independent and dairy cooperative plants for processing in the city of Walla Walla.

Marketing Poultry, Eggs and Turkeys

The poultry industry in Walla Walla County provides, for many farmers, all or a substantial part of their income each year. Walla Walla County farmers marketed poultry products worth \$511,722 in 1959, or nearly 46 percent above the corresponding figure for 1954. Sales of poultry products in 1959 represented 12.1 percent of the total value for all livestock and their products sold and about 2 percent of the value of all farm products sold in the county. The number of farms active in poultry and poultry products has been declining in recent years but production has continued to increase in sales of both birds and eggs. Nearly 200 poultry producers sold chickens, eggs and turkeys during 1959. Walla Walla County ranked fifteenth in the state in the value of poultry products sold that year.

In 1959, 498,310 dozen chicken eggs were sold off Walla Walla farms. This was nearly 41 percent above the 353,418 dozen reported for 1954. Eggs were sold by 169 farms during the year in 1959. Chickens sold in 1959 totaled 233,371 compared with only 50,704 in 1954. Broilers comprised 87 percent of the number of all chickens sold in 1959 compared with 59 percent in 1954. Income derived from turkeys and other miscellaneous poultry and their products amounted to \$197,703 for 18 farms in 1959. This represented an increase of 31 percent above the figure five years earlier in 1954 which totaled \$151,147.

Local handlers and processors provide the market for farm sales of eggs, chickens, broilers and turkeys. Major market outlets for poultry products are located in the city of Walla Walla.

Marketing Farm Forest Products and Horticultural Specialties

The Census of Agriculture enumerated sales of forest products from 11 Walla Walla County farms which amounted to \$48,457 in 1959. Standing timber valued at \$41,915 was sold off 8 farms while 5 farm units marketed sawlogs, veneer logs and Christmas trees totaling \$6,542 during the year.

Total value of sales for all horticultural specialties in Walla Walla County for 1959 was \$382,978 as reported by 22 farms. Nursery products (trees, shrubs, vines, ornamentals, etc.) sold from 10 farms amounted to \$28,133 while the same number of farms also reported sales of vegetables grown under glass, flower seeds, vegetable seeds, vegetable plants, bulbs and mushrooms which grossed \$15,703. By far the most important horticultural specialty crops marketed during 1959 were cut flowers, potted plants, florist greens and bedding plants. These crops sold off 11 farms had a sales value of about \$339,142.

Walla Walla County farms sold forest products and horticultural specialties which together returned \$431,435 in 1959. This represented 1.8 percent of all farm products sold in the county during that year. The 1959 sales value was also 53 percent above the corresponding figure for 1954.

Marketing Fruits and Nuts

Fruits and nuts occupy a minor role in the marketing activities of Walla Walla County agriculture. In 1959, fruit and nut crops sold off farms added up to \$154,949 or .6 percent of all farm products sold during the year.

Strawberries constitute the most important small fruit commercially grown in the county. Most of the strawberries go to processors for freezing. Some berries are later sold for the commercial manufacture of preserves, jams and toppings. The county's small annual tree fruit, grape and nut production is primarily for home and local consumption only.

Specified Farm Expenditures

Specified farm expenditures estimated on a basis of reports obtained from sample farms in Walla Walla County by the Census of Agriculture amounted to \$7,043,278 in 1959. This was about 30 percent of the value of all farm products sold during the year. The largest expenditure for the year was for hired labor which added up to \$2,724,794. This involved total cash payments made in 1959 to family members and to others for farm labor. Payments to persons supplied by a contractor or a cooperative organization and paid directly by them or by the crew boss also were included. Some 590 farms used hired help during 1959.

Expense for feed for livestock and poultry was the second major item amounting to \$1,450,097. Feed expense included the cost of grinding and mixing of the feed. Purchases of livestock feed were reported by 654 farms in the 1959 Census.

Gasoline and other petroleum fuel and oil related only to the products used in the farm business cost 941 county farmers an estimated \$1,199,908 in the 1959 period. Purchase of livestock and poultry ranked fourth as a major cost to Walla Walla County farmers in 1959. About \$896,225 worth of livestock and poultry were purchased by 475 farms during 1959. The fifth major cost which amounted to \$477,949 represents the total amount spent during the year for seeds, bulbs, plants and trees which were used on 506 farms.

Outlay for machine hire totaled \$294,305 on 496 Walla Walla County farms. Machine hire expenditures relate to custom machine work, such as tractor hire, threshing, grain or seed combining, silo filling, baling, corn picking, plowing, vegetable harvesting, fruit picking, spraying and dusting.

Table 37. Specified Farm Expenditures in 1959 ^{1/}
Walla Walla County

Type of Expenditures	Number of Farms Reporting	Expenditure of All Farms
Feed for livestock and poultry	654	\$1,450,097
Purchase of livestock and poultry	475	896,225
Machine hire	496	294,305
Hired labor	590	2,724,794
Gasoline and other petroleum fuel and oil for the farm business	941	1,199,908
Seeds, bulbs, plants and trees	506	477,949
Total expended		\$7,043,278

^{1/} Data for farm expenditures are estimates based on reports obtained from the sample farms.

Source: U. S. Census of Agriculture.

Fertilizer and Lime

About 63 percent of the farms in Walla Walla County used commercial fertilizer in 1959. Nearly 3,900 tons of dry fertilizer were used by 340 farms while 384 farms applied 8,187 tons of the liquid type during the year. No farms in the county reported the use of lime or liming materials in 1959.

More fertilizer was used on wheat than any other crop in the county during the 1959 season. Wheat accounted for over 57 percent of all fertilizer used and for 68 percent of the acreage fertilized in the county. Barley ranked second with 51,284 acres fertilized. Sugar beets, hay and cropland pasture followed, in that order.

Table 38. Use of Commercial Fertilizer
On Crops and Pasture, for Walla Walla County, 1959

Crops and Pasture Fertilized	Farms Reporting Use of Fertilizer	Acres Fertilized		Amount Used	
		Total (Acres)	Percent of Acreage Fertilized	Total (Tons)	Percent of Amount Used
Total Commercial Fertilizer Used	621	246,539	100.0	12,074	100.0
Hay and Cropland Pasture	87	3,472	1.4	436	3.6
Other Pasture	72	1,620	.6	114	.9
Wheat	436	167,822	68.1	6,832	56.6
Barley	256	51,284	20.8	1,789	14.8
Sugar Beets	105	4,940	2.0	1,377	11.4
All Other Crops	209	17,401	7.1	1,526	12.7

Source: U. S. Census of Agriculture, 1959.